

Message Text

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ACTION EB-07

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P R 091350Z JUN 75

FM AMEMBASSY BELGRADE

TO JAMES WALKER PRIORITY

EXECUTIVE SECRETARY

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AMCONSUL ZAGREB

UNCLAS BELGRADE 2880

E.O. 11652: N/A

TAGS: BTRA EINV YO

SUBJ: KEYES JOINT VENTURE INQUIRY

1. WE HAVE JUST (JUNE 9) MET WITH PRESIDENT POPOVIC OF YUGOSLAV PULP AND PAPER ASSOC TO DISCUSS KEYES JOINT VENTURE PROPOSAL AND REQUEST FOR APPOINTMENTS. WE HAVE ALSO RAISED PROPOSAL DIRECTLY WITH SOME ENTERPRISES, AS YOU KNOW, BUT ASSOCIATION MUST APPROVE ALL EXPANSION/INVESTMENT PLANS, AND IT IS BEST TO WORK THROUGH POPOVIC.

2. ASSOCIATION TAKES POSITION THAT, WITH SOFTWOOD IN SHORT SUPPLY HERE, IT CANNOT APPROVE JOINT VENTURE WHICH WOULD LEAD TO EXPORT OF PULP ALONE. SUBJECT TO RECEIPT OF ADDITIONAL INFO, HOWEVER, ASSOCIATION WOULD BE QUITE INTERESTED TO HELP LOCATE SOURCE OF SOFTWOOD AND JOINT VENTURE PARTNER TO PRODUCE PULP AND MOULDED WOOD FIBER PRODUCTS IN YUGOSLAVIA FOR EXPORT.

3. IF KEYES WILLING PRODUCE FINAL PRODUCTS HERE, ASSOCIATION WOULD APPRECIATE FOLLOWING:

(A) DESCRIBE PULP REQUIREMENT IN TECHNICAL TERMS, E.G., BEST
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TYPE(S) SOFTWOOD AND PERCENTAGE OF OTHER WOODS, INCLUDING

HARDWOOD TYPES, PERMISSABLE TO PRODUCE SUITABLE PULP.

(B) DESCRIBE FORM(S) OF FINAL PRODUCTS FOR EXPORT, E.G., PLATES, TRAYS, BOXES, ETC.

(C) DESCRIBE CHEMICAL COMPOSITION OF FINAL PRODUCTION, INCLUDING CHEMICAL AND OTHER ADDITIVES.

(D) SUMMARIZE REQUIRED PHYSICAL SETUP: BUILDINGS AND EQUIPMENT, QUANTITY AND QUALITY OF WATER, POWER NEEDS.

(F) PROVIDE SEPARATE ESTIMATES FOR VARIOUS ELEMENTS OF REQUIRED INVESTMENT, E.G., PHYSICAL PLANT AND EQUIPMENT - (POPOVIC BELIVES 1.5 MILLION DOLS TOTAL INVESTMENT FIGURE IN WALKER'S JAN 22 LETTER APPEARS LOW, EVEN FOR PULP PRODUCTION ALONE).

(G) IN ADDITION TO DIRECT PARTICIPATION IN JOINT VENTURE, IS KEYES WILLING HELP FINANCE EXPORT, PARTICULARLY TRANSPORTATION COSTS, AND FIND LINES OF CREDIT?

4. ASSOCIATION WILL CONVEY ANSWERS TO ABOVE QUESTIONS TO SUITABLE MEMBERS AND WILL NEED TWO TO THREE WEEKS TO FIND ENTERPRISES QUALIFIED AND INTERESTED. IF KEYES CABLES INFO SOONEST (THIS WEEK), BEVIS AT MINIMUM CAN HAVE USEFUL MEETING WITH ASSOCIATION ON JUNE 23 AND PERHAPS VISIT POSSIBLE JOINT VENTURE SITES JUNE 24 AND 25. PRELIMINARY, QUALIFIED ASSOCIATION VIEW IS THAT SLOVENIA AND BOSNIA AND HERZEGOVINA MAY OFFER POSSIBILITIES.
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